CREDC
ECONOMIC DEVELOPMENT

2012 ANNUAL REPORT

In collaboration with our private and public sector partners, the CREDC capitalizes on Clark County's assets and aspirations to develop a strong and innovative business environment. The CREDC promotes economic growth by driving five initiatives from the Clark County Economic Development Plan: business growth, domestic and international business recruitment, entrepreneurship and innovation, Lands for Jobs and infrastructure, and education. For more information on the plan's initiatives, go to www.credc.org.

BUSINESS GROWTH

In 2012, the CREDC accomplished the following to help Clark County businesses grow:

- Visited 100 traded sector companies
- Assisted 33 companies to create 272 new jobs
- Assisted six companies that invested $36.2 million worth of new capital investment
- Worked on 40 business growth projects covering 6,634 employees connecting the companies with:
  - Capital access, lean manufacturing, export assistance, market research, hiring assistance, or development permit streamlining support
  - $1.9 million in workforce training grants to companies from the SWWDC, delivered through partners such as Clark College and Impact Washington

DOMESTIC & INTERNATIONAL BUSINESS RECRUITMENT

- Worked with 42 recruitment prospects to ensure they received information and support needed to assist in the relocation and expansion processes
- Developed relationship with Greater Portland Inc. to supplement outbound recruitment

ENTREPRENEURSHIP & INNOVATION

- Produced five PubTalk™* events with 120 participants at each event
- Facilitated the partial capitalization of four PubTalk™* companies
- Co-sponsored event with Keirestu Forum to connect selected Clark County start-up companies with over 100 angel investors from Seattle to Los Angeles

LANDS FOR JOBS

The Lands for Jobs committees worked to realize the following accomplishments:

- Refined land inventory database
- Issued a storm water/permitting regulation white paper to 2013 legislative candidates
- Developed strategies for legislative and administrative changes on storm water and permitting

EDUCATION

- Marketed workforce services jointly with SWWDC
- Partnered with WSU Vancouver and Clark College to develop and distribute materials to businesses on joint research and related capacities
- Worked collaboratively with businesses, K-12 educators, higher education, and SWWDC to improve the pipeline of knowledge economy workers in Clark County

CUTTING ENERGY COSTS

CREDC, Clark PUD and the Bonneville Power Administration convened the Food Processing Energy Consortium in June 2012 to keep local food processors competitive. By the end of 2012, over 40 potential energy projects were identified and five projects were completed.

The completed projects helped two companies save 7,000,000 gallons of water annually; 1,200,000 kWh of electricity per year; and $200,000 in direct cost savings per year. Participants included:

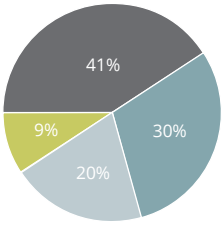
- Frito-Lay, Inc.
- Firestone Pacific Foods
- Neil Jones Food Company
- Northwest Natural Products (Church & Dwight)
- Andersen Dairy, Inc.
- Great Western Malting
- Tetra Pak Materials LP

SUCCESSFUL YEAR OF FUNDRAISING

In 2012, CREDC embarked on a $5.5 million funding initiative that "puts the wheels" on the Clark County Economic Development Plan. Although still in progress at the end of 2012, the campaign results thus far are impressive:

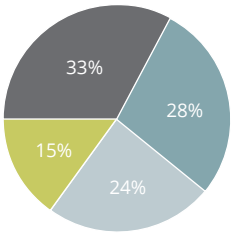
- Raised $4.33 million of our $5.5 goal
- Increased private investor revenue by 25%
- 26 new private and one new public investor

ACCELERATING BUSINESS GROWTH AND INNOVATION



2012 REVENUES BY SOURCE

- Local Public Contracts, $356,782 (41%)
- Investor Contributions, $264,941 (30%)
- State Contract, $173,933 (20%)
- Earned Income, $75,034 (9%)



EXPENSE ALLOCATION

- Business Expansion, $236,348 (33%)
- Business Recruitment, $205,236 (28%)
- Investor Support / Admin $176,238 (24%)
- Policy, $104,423 (15%)

** The service mark PubTalk™ is owned by Oregon Entrepreneurs Network, used by CREDC with OEN's permission.*

CHRISTENSEN SHIPYARDS

When 30-year-old yacht manufacturer Christensen Shipyards found itself down from 500 to 67 employees at the height of the recession in 2009, they engaged the CREDC for assistance in a new venture to diversify their fiberglass composite materials capabilities.

The CREDC not only secured $249,000 from a Washington Department of Commerce grant for new product prototype development, they also engaged the Southwest Washington Workforce Development Council (SWWDC) to assist the company in its workforce transition. The SWWDC awarded Christensen more than $170,000 in training grants from 2009 to 2012, partnering with Impact Washington to deliver lean manufacturing training and consulting solutions. As a result, Christensen was able to reduce its operating costs by a substantial percentage and became one of the first yacht builders in the world to recover from the recession. At the same time, Christensen also became an innovative solutions provider for new military and defense applications and added 120 new jobs in 2012.

PROJECT PARTNERS:

Columbia River Economic Development Council, Southwest Washington Workforce Development Council, Impact Washington, Washington State Department of Commerce, Washington State Office of the Governor

"The CREDC helped us become a more diversified, globally competitive U.S. manufacturer. This transition was the most difficult one we've made in our organization's history, and we could not have done it without the support of CREDC and the community partners they brought to the table."

– JOE F. FOGGIA,
President of Christensen Shipyards

2012 CREDC INVESTORS

ADVANCED
5-year pledge total at or above $100,000

City of Camas
City of Vancouver
Clark County
Clark Public Utilities
Port of Vancouver
Sharp Laboratories
Sharp Microelectronics of the Americas
SW WA Workforce Development Council
State of Washington
The Columbian

LEADERSHIP
5-year pledge total at or above $25,000

BPM Development
City of Ridgefield
City of Washougal
Columbia Credit Union
C-TRAN
Eric Fuller & Associates, Inc.
Evergreen Public Schools
Gramor Development
Gravitate Design Studio
JH Kelly, LLC
Kaiser Permanente
Landerholm, P.S.
Legacy Salmon Creek
MacKay & Sposito, Inc.
Miller Nash LLP
NW Natural
PacTrust
PeaceHealth SW Medical Center
Port of Camas/Washougal
Port of Portland
Port of Ridgefield
RSV Building Solutions
Rebound Orthopedics & Neurosurgery
Riverview Community Bank
Schwabe, Williamson & Wyatt
SEH America, Inc.
Sterling Bank
Stoel Rives LLP
TEAM Construction
WaferTech, LLC

PACESETTER
5-year pledge total at or above $5,000

BergerABAM
Biggs Insurance Services
Brian H. Wolfe, Attorney
Burlington Northern
CenturyLink
CalPortland Company
CBRE
Cedarlake Company, Inc.
Clark College
Clark County Title
Columbia Bank
Columbia Machine, Inc.
Dollar Tree
Edward Lynch Company
Employers Overload
Fort Vancouver Regional Library
Fort Vancouver National Trust
Frito-Lay, Inc.
Great Western Malting Company
Greenberry Industrial
Harder Mechanical Contractors
Howard S. Wright Constructors
IBEW Local 48
Kyocera Industrial Ceramics
Linear Technology Corporation
Marriott Residence Inn
Maul Foster Alongi, Inc.
MetroMetals NW, Inc.
Moss Adams LLP
nLight Photonics Corp
Norris, Beggs & Simpson
Orrick, Herrington & Sutcliffe
OTAK, Inc.
Perkins & Company, PC
Peterson & Associates
SOS Employment Groups
Springhill Suites by Marriott
Stewart Title
SW WA RTC
Tetra Pak Materials
Underwriters Laboratories Inc.
Vancouver Business Journal
Vancouver Housing Authority
Vancouver School District
Washington State University Vancouver

SPECIAL
5-year pledge total below $5,000

Amplify Group
BBL Architects
Boles Company
Cascade Planning Group
Christensen Yachts
Clark West Development, Inc.
Clark Regional Wastewater District
Columbia Commercial Properties
Davidson & Associates Insurance Agency, Inc.
Deane's Graphic Design Inc.
Edward Jones Investments
Entek Corporation
Frumenti, Lander & Wallace
Gillaspie MGF, Inc.
Heathman Lodge
Hilton Vancouver
Horenstein Law Group
Kidder Mathews
Joe King & Associates, Inc.
Jordan Ramis, PC
Killian Pacific LLC
LSW Architects
Michael J. Plymale Inc., P.S.
New Tradition Homes
Pacific Die Casting
PSI
Quad Investments
Renewable Energy Composite Solutions
Schlecht Construction, Inc.
Scott Horenstein Law Firm
Sego's Herb Farm
Talbot Construction
Umpqua Bank
Vancouver Ford

BUSINESS SUPPORT PARTNERS

Cowlitz Economic Development Council
Greater Vancouver Chamber of Commerce
Identity Clark County
Vancouver's Downtown Association
Visit Vancouver USA Regional Tourism Office

2012 BOARD OF DIRECTORS

Bill Dudley, Chair, Landerholm, P. S
James Short, Vice-Chair, WaferTech
Lisa J. Goecke, Treasurer, Perkins and Company
John McDonagh, Secretary, Vancouver Business Journal
Lisa Nisenfeld, President, CREDC
Eric Fuller, Past Chair, Eric Fuller & Associates
Jeff Ahner, Frito-Lay, Inc.
Ben Bagherpour, SEH America, Inc.
Robert Baker, Tetra Pak Materials
David Bennett, Rebound Orthopedics & Neurosurgery
Jeanne Bennett, SWWDC
Colleen Boccia, Columbia Credit Union
Carol Curtis, Clark Public Utilities
John Deeder, Evergreen Public Schools
Helen Devery, BergerABAM
Mark Fleischauer, JH Kelly LLC
Joe Foggia, Christensen Yachts
Rick Goode, Columbia Machine
Mitesh Parikh, Legacy Health System
Brent Grening, Port of Ridgefield
Sean Guard, City of Washougal
Jeff Hamm, C-TRAN
Scott Higgins, City of Camas
Steve Horenstein, Horenstein Law Group
Bill Hutchinson, Harder Mechanical Contractors
Andrew Jones, PacTrust
Robert Knight, Clark College
Mark Lampton, Port of Camas/Washougal
Lisa Lowe, Schwabe, Williamson & Wyatt
John Marck, Sharp Microelectronics of the Americas
Ralph Parker, Underwriters Laboratories
Jean Rahn, PeaceHealth SW Medical Center
Tim Schauer, MacKay & Sposito
Kathleen Sego, Sego Herb Farm
Greg Seifert, Biggs Insurance Services
Steve Stuart, Clark County
Marc Timm, First Independent Bank
Bill Turlay, City of Vancouver
Lynn Valenter, WSU-V
Darren Wertz, City of Ridgefield
Brian Wells, TEAM Construction
Victor Winkler, MetroMetals Northwest
Brian Wolfe, Port of Vancouver
Ron Frederiksen, Director Emeritus, RSV Building Solutions